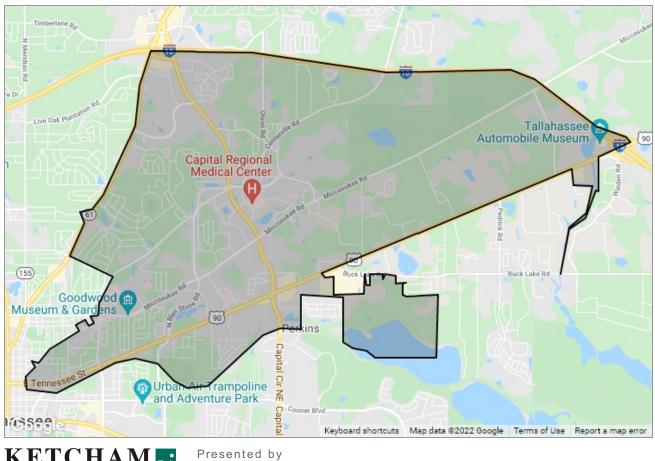


Tallahassee, FL 32308





 Presented by
 Realtor

 Abbe Flynn
 Realtor

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Ketcham Realty Group 1203 Thomasville Road Tallahassee, FL 32303



Criteria Used for Analysis

Income:	Age:	Population Stats:	Segmentation:
Median Household Income	Median Age	Total Population	1st Dominant Segment
\$61,872	41.7	22,643	Old and Newcomers

Consumer Segmentation

Consumer Segn	nentation					
Life Mode What are the people like that live in this area?	Middle C Lifestyles o	Ground		Metro Cities Affordable city life, including	g smaller metros, satellite	cities
Top Tapestry Segments		Old and Newcomers	Young and Restless	Exurbanites	Emerald City	Bright Young Professionals
% of Households		1,967 (19.0%)	1,893 (18.3%)	1,879 (18.2%)	1,536 (14.9%)	968 (9.4%)
Lifestyle Group	I	Middle Ground	Midtown Singles	Affluent Estates	Middle Ground	Middle Ground
Urbanization Group	l	Metro Cities	Metro Cities	Suburban Periphery	Metro Cities	Urban Periphery
Residence Type		Multi-Units; Single Family	Multi-Unit Rentals	Single Family	Multi-Units; Single Family	Multi-Units; Single Family
Household Type	\$	Singles	Singles	Married Couples	Singles	Married Couples
Average Household	Size 2	2.11	2.02	2.48	2.05	2.4
Median Age	;	38.5	29.4	49.6	36.6	32.2
Diversity Index	ŧ	50.1	76	32.6	48.1	65.4
Median Household I	ncome	\$39,000	\$36,000	\$98,000	\$52,000	\$50,000
Median Net Worth	;	\$23,000	\$11,000	\$451,000	\$37,000	\$28,000
Median Home Value	-	_	_	\$346,000	_	_
Homeownership	4	46.4 %	13.7 %	85.4 %	49.6 %	44.1 %
Average Monthly Re	ent S	\$850	\$920	_	\$1,030	\$1,000
Employment		Professional or Services	Services or Professional	Professional or Management	Professional or Management	Professional or Services
Education	(College Degree	College Degree	College Degree	College Degree	College Degree
Preferred Activities		Buy frozen, convenience foods . Support environmental organizations.	Text, redeem coupons from cell phone . Go dancing; play pool; buy organic food.	s Contract for home care services . Prefer natural, organic products.	Travel frequently . Buy, eat organic foods	Go to bars/clubs; attend concerts . Eat at fast food, family restaurants.
Financial		Bank online or in person	Bankonline	Invest actively; use financial planners	Contribute to NPR, PBS	Own U.S. savings bonds; bank online
Media	١	Watch movies at home	Listen to blues, jazz, rap, hip-hop, dance music	Support public TV/radio	Read books, magazines on tablets	Rent DVDs from Redbox or Netflix
Vehicle		View car as transportation only	Take public transportation	Choose late-model luxury cars, SUVs	Take public transportation	Own newer cars





About this segment Old and Newcomers

Thisisthe

#1

dominant segment

19.0% of households fall

into this segment

In this area

In the United States

2.3%

of households fall into this segment

An overview of who makes up this segment across the United States

Who We Are

The Old and Newcomers market features singles' lifestyles, on a budget. The focus is more on convenience than consumerism, economy over acquisition. Old and Newcomers is composed of neighborhoods in transition, populated by renters who are just beginning their careers or retiring. Some are still in college; some are taking adult education classes. They support environmental causes and Starbucks. Age is not always obvious from their choices.

Our Neighborhood

- Metropolitan city dwellers.
- Predominantly single households, with a mix of married couples (no children); average household size lower at 2.11.
- 54% renter occupied; average rent, \$800.
- 45% of housing units are single-family dwellings; 44% are multi-unit buildings in older neighborhoods, built before 1980.
- Average vacancy rate at 11%.

Socioeconomic Traits

- Unemployment is lower at 7.8%, with an average labor force participation rate of 62.6%, despite the increasing number of retired workers.
- 30% of households are currently receiving Social Security.
- 28% have a college degree, 33% have some college education, 10% are still enrolled in college.
- Consumers are price aware and coupon dippers, but open to impulse buys.
- They are attentive to environmental concerns.
- They are more comfortable with the latest technology than buying a car.

Market Profile

- Residents are strong supporters of environmental organizations.
- They prefer cell phones to landlines.
- Entertainment features the Internet (dating sites and games), movies at home, country music and newspapers.
- Vehicles are basically just a means of transportation.
- Food features convenience, frozen and fast food.
- They do banking as likely in person as online.







About this segment Young and Restless

Thisisthe **#2**

dominant segment

In this area 18.3% of households fall

into this segment

In the United States

```
1.7%
```

of households fall into this segment

An overview of who makes up this segment across the United States

Who We Are

Gen Y comes of age: Well-educated young workers, some of whom are still completing their education, are employed in professional/technical occupations, as well as sales and office/administrative support roles. These residents are not established yet, but striving to get ahead and improve themselves. This market ranks in the top 5 for renters, movers, college enrollment and labor-force participation rate. Almost 1 in 5 residents move each year. Close to half of all householders are under the age of 35, the majority living alone or in shared nonfamily dwellings. Median household income is still below the U.S. average. Smartphones are a way of life, and they use the Internet extensively. Young and Restless consumers are diverse, favoring densely populated neighborhoods in large metropolitan areas; more than 50 percent are located in the South (almost a fifth in Texas), with the rest chiefly in the West and Midwest.

Our Neighborhood

- One of the youngest markets Half the householders under age 35; median age 29.4.
- Primarily single-person households with some shared households.
- Highly mobile market, beginning careers and changing addresses frequently.
- Naturally, one of the top five renter markets.
- Apartment rentals popular: 45% in 5-19 unit buildings, 26% in 20+ unit buildings.
- Majority of housing built in 1970 or later (83%).

Socioeconomic Traits

- Education completed: 2 out of 3 have some college, an associate's degree, or a bachelor's degree or higher. Education in progress almost 15% are still enrolled in college.
- Labor force participation rate is exceptionally high at 75.4%; unemployment is low at 7.8%.
- These are careful shoppers, aware of prices, and demonstrate little brand loyalty.
- They like to be the first to try new products, but prefer to do research before buying the latest electronics.
- Most of their information comes from the Internet and TV, rather than traditional media.
- Carry their cell phone everywhere they go.

Market Profile

- No landline telephone for majority of households, preferring a cell phone only.
- Use their cell phone to text, listen to music, pay bills, redeem coupons, look up directions and access financial information.
- Online activities include banking (with paperless statements), purchasing items on eBay, accessing Twitter and Facebook, and watching movies and TV shows.
- Enjoy dancing, playing pool, watching MTV and Comedy Central programs, reading fashion magazines and playing volleyball.
- Listen to blues, jazz, rap, hip hop, and dance music and read music magazines.
- Purchase natural/organic food, but frequent fast food restaurants.







About this segment Exurbanites

Thisisthe #3

dominant segment

18.2% of households fall

into this segment

In this area

In the United States

1.9%

of households fall into this segment

An overview of who makes up this segment across the United States

Who We Are

Exurbanites residents are approaching retirement but showing few signs of slowing down. They are active in their communities, generous in their donations, and seasoned travelers. They take advantage of their proximity to large metropolitan centers to support the arts, but prefer a more expansive home style in less crowded neighborhoods. They have cultivated a lifestyle that is both affluent and urbane.

Our Neighborhood

- Established neighborhoods (most built between 1970 and 1990) found in the suburban periphery of large metropolitan markets.
- A larger market of empty nesters, married couples with no children; average household size is 2.48.
- Primarily single-family homes with a high median value of \$346,000, most still carrying mortgages
- Higher vacancy rate at 9%.

Socioeconomic Traits

- Residents are college educated; more than half have a bachelor's degree or higher; almost 80% have some college education.
- This labor force is beginning to retire. One in three households currently receive Social Security or retirement income. Labor force participation has declined to less than 60%.
- Unemployment remains low at 5.5%; more of the residents prefer self-employment or working from home.
- Consumers are more interested in quality than cost. They take pride in their homes and foster a sense of personal style.
- Exurbanites residents are well connected, using the Internet for everything from shopping to managing their finances.
- Sociable and hardworking, they still find time to stay physically fit.

Market Profile

- Exurbanites residents' preferred vehicles are late-model luxury cars or SUVs.
- They are active supporters of the arts and public television/radio.
- Attentive to ingredients, they prefer natural or organic products.
- Gardening and home improvement are priorities, but they also use a number of services, from home care and maintenance to personal care.
- Financially active with wide-ranging investments, these investors rely on financial planners, extensive reading and the Internet to handle their money.







About this segment **Emerald** City

Thisisthe #4

dominant segment for this area

In this area 14 9% In the United States

of households fall into this segment

of households fall into this segment

An overview of who makes up this segment across the United States

Who We Are

Emerald City's denizens live in lowerdensity neighborhoods of urban areas throughout the country. Young and mobile, they are more likely to rent. Well educated and well employed, half have a college degree and a professional occupation. Incomes close to the U.S. median come primarily from wages and selfemployment. This group is highly connected, using the Internet for entertainment and making environmentally friendly purchases. Long hours on the Internet are balanced with time at the gym. Many embrace the "foodie" culture and enjoy cooking adventurous meals using local and organic foods. Music and art are major sources of enjoyment. They travel frequently, both personally and for business.

Our Neighborhood

- There are mostly older, established neighborhoods with homes built before 1960; around 30% built before 1940.
- Just over half of all homes are renter occupied.
- Single-person and non-family types make up over half of all households.
- Median home value and average rent are slightly above the U.S. levels around half of owned homes are worth \$150,000-\$300,000.

Socioeconomic Traits

- Well educated, these consumers research products carefully before making purchases.
- They buy natural, green and environmentally friendly products.
- Very conscious of nutrition, they regularly buy and eat organic foods.
- Cell phones and text messaging are a huge part of everyday life.
- They place importance on learning new things to keep life fresh and variable.
- They are interested in the fine arts and especially enjoy listening to music.

Market Profile

- Liberal segment that contributes to NPR and . PBS.
- Shop at Trader Joe's and Whole Foods.
- Budget time-utilize home cleaning services so there's time for yoga.
- Use the web for professional networking, . blogging and online dating.
- Read magazines and books on a tablet, sometimes while exercising at home.
- Go to art galleries and make art at home.





About this segment Bright Young Professionals

Thisisthe

#5 dominant ægment for this area In this area 9.4% of households fall

into this segment

In the United States

2.2%

of households fall into this segment

An overview of who makes up this segment across the United States

Who We Are

Bright Young Professionals is a large market, primarily located in urban outskirts of large metropolitan areas. These communities are home to young, educated, working professionals. One out of three householders is under the age of 35. Slightly more diverse couples dominate this market, with more renters than homeowners. More than two-fifths of the households live in single-family homes: over a third live in 5+ unit buildings. Labor force participation is high, generally white-collar work, with a mix of food service and part-time jobs (among the college students). Median household income, median home value and average rent are close to the U.S. averages. Residents of this segment are physically active and up on the latest technology.

Our Neighborhood

- Approximately 56% of the households rent; 44% own their homes.
- Household type is primarily couples, married (or unmarried), with above average concentrations of both single-parent and single-person households.
- Multi-unit buildings or row housing make up 55% of the housing stock (row housing, buildings with 5-19 units); 44% built 1980-99.
- Average rent is slightly higher than the U.S. average.
- Lower vacancy rate is at 8.9%.

Socioeconomic Traits

- Education completed: 36% with some college or an associate's degree, 30% with a bachelor's degree or higher. Education in progress is 10%.
- Unemployment rate is lower at 7.1%, and labor force participation rate of 73% is higher than the U.S. rate.
- These consumers are up on the latest technology.
- They get most of their information from the Internet.
- Concern about the environment impacts their purchasing decisions.

Market Profile

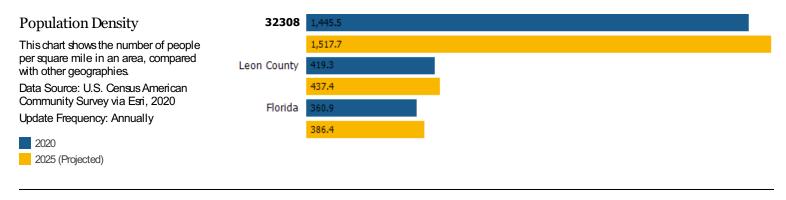
- Own U.S. savings bonds.
- Own newer computers (desktop, laptop or both), iPods and 2+ TVs.
- Go online to do banking, access YouTube or Facebook, visit blogs, and play games.
- Use cell phones to text, redeem mobile coupons, listen to music, and check for news and financial information.
- Find leisure going to bars/clubs, attending concerts, going to the zoo, and renting DVDs from Redbox or Netflix.
- Read sports magazines and participate in a variety of sports, including backpacking, basketball, football, bowling, Pilates, weight lifting and yoga.
- Eat out often at fast-food and family restaurants.





Tallahassee, FL 32308: Population Comparison

Total Population	32308	22,643
This chart shows the total population in		23,774
an area, compared with other geographies.	Leon County	294,288
Data Source: U.S. Census American		306,980
Community Survey via Esri, 2020	Florida	21,165,619
Update Frequency: Annually		
_		22,655,619
2020		
2025 (Projected)		



Population Change Since 2010 32308 This chart shows the percentage change 4.99% in area's population from 2010 to 2020, Leon County compared with other geographies. Data Source: U.S. Census American 4.31% Community Survey via Esri, 2020 Florida Update Frequency: Annually 7.04% 2020 2025 (Projected)

Total Daytime Population

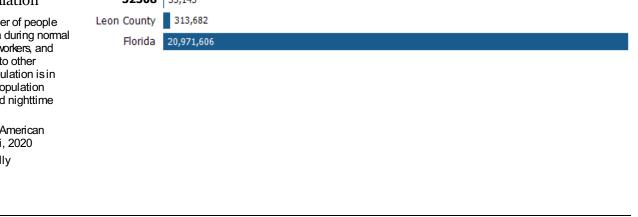
32308 33,143

This chart shows the number of people who are present in an area during normal business hours, including workers, and compares that population to other geographies. Daytime population is in contrast to the "resident" population present during evening and nighttime hours.

Data Source: U.S. Census American Community Survey via Esri, 2020

Update Frequency: Annually

32308







32308 2,115.8

Florida 357.6

447.0

Leon County

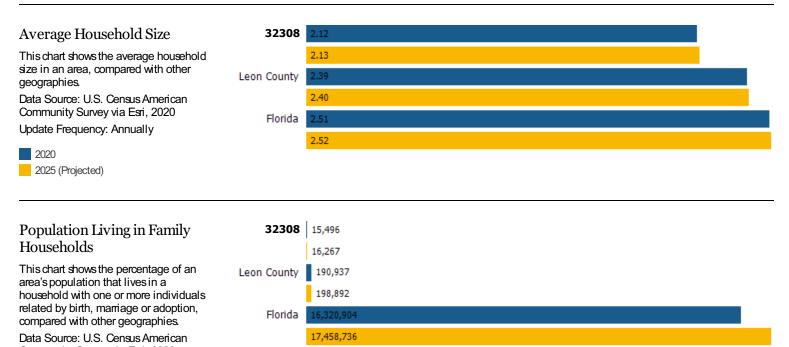
Daytime Population Density

This chart shows the number people who are present in an area during normal business hours, including workers, per square mile in an area, compared with other geographies. Daytime population is in contrast to the "resident" population present during evening and nighttime hours.

Data Source: U.S. Census American Community Survey via Esri, 2020

Update Frequency: Annually

32308



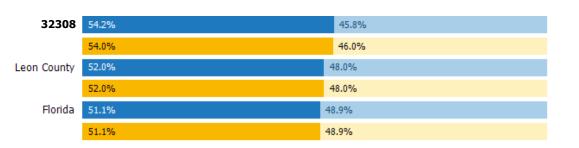
Community Survey via Esi, 2020 Update Frequency: Annually

2020 2025 (Projected)

Female / Male Ratio

Women 2025 (Projected) Men 2025 (Projected)

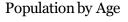
This chart shows the ratio of females to males in an area, compared with other geographies. Data Source: U.S. Census American Community Survey via Esri, 2020 Update Frequency: Annually Women 2020 Men 2020





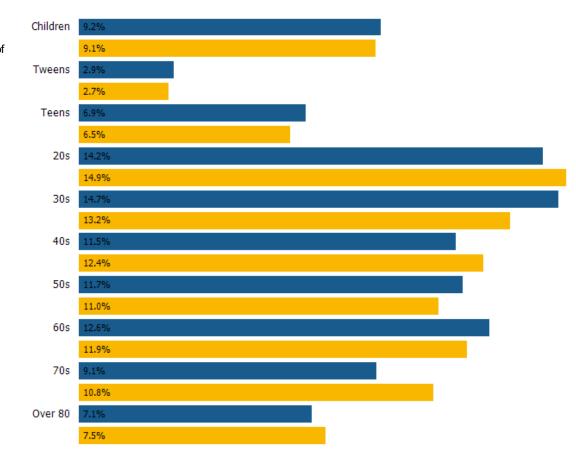
Tallahassee, FL 32308: Age Comparison





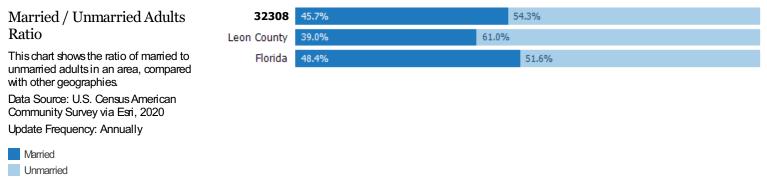
This chart breaks down the population of an area by age group. Data Source: U.S. Census American Community Survey via Esri, 2020 Update Frequency: Annually

2020 2025 (Projected)





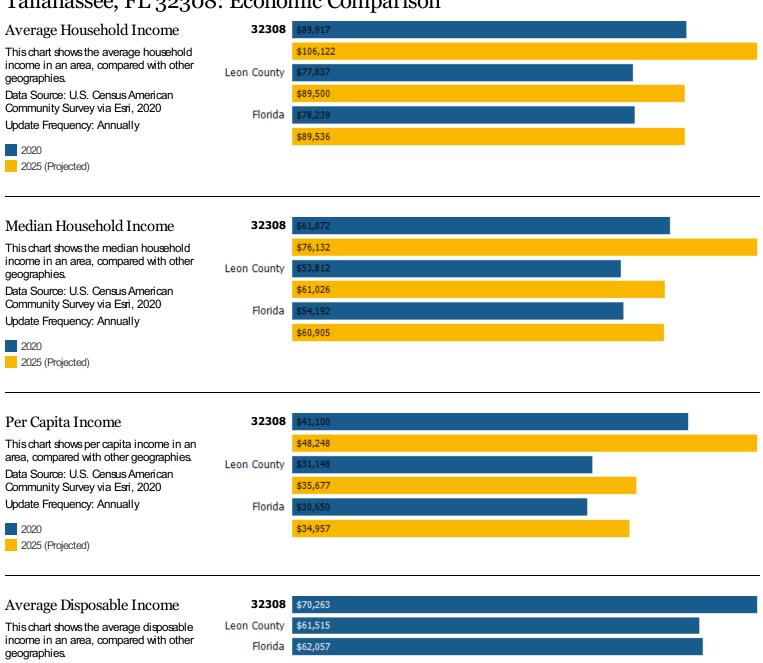
Tallahassee, FL 32308: Marital Status Comparison



Married 32308 45.7% This chart shows the number of people in Leon County 39.0% an area who are married, compared with Florida 48.4% other geographies. Data Source: U.S. Census American Community Survey via Esri, 2020 Update Frequency: Annually Never Married 32308 32.5% Leon County 47.1% This chart shows the number of people in an area who have never been married. Florida 31.9% compared with other geographies. Data Source: U.S. Census American Community Survey via Esri, 2020 Update Frequency: Annually Widowed 32308 6.6% 3.9% Leon County This chart shows the number of people in an area who are widowed, compared Florida 6.8% with other geographies. Data Source: U.S. Census American Community Survey via Esri, 2020 Update Frequency: Annually 32308 15.2% Divorced 10.0% This chart shows the number of people in Leon County an area who are divorced, compared with Florida 13.0% other geographies. Data Source: U.S. Census American Community Survey via Esri, 2020 Update Frequency: Annually



Tallahassee, FL 32308: Economic Comparison



Data Source: U.S. Census American Community Survey via Esri, 2020 Update Frequency: Annually





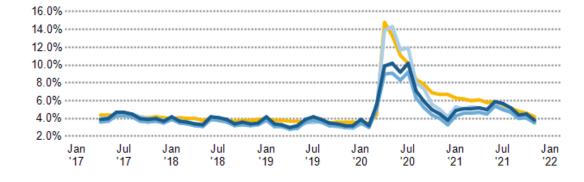
Unemployment Rate

This chart shows the unemployment trend in an area, compared with other geographies.

Data Source: Bureau of Labor Statistics via 3DL

Update Frequency: Monthly





Employment Count by	Health Care and Social Assistance	2,019
Industry	Public Administration	1,903
This chart shows industries in an area and the number of people employed in	Education	1,815
each category.	Professional, Scientific and Technical	1,319
Data Source: Bureau of Labor Statistics via Esri, 2020	Retail Trade	1,094
Update Frequency: Annually	Accommodation and Food	564
	Other	560
	Finance and Insurance	492
	Administrative Support and Waste Management	446
	Construction	320
	Manufacturing	264
	Transportation and Warehousing	176
	Real Estate, Rental and Leasing	151
	Information	133
	Arts, Entertainment and Recreation	129
	Wholesale Trade	86
	Utilities	58
	Agriculture, Forestry, Fishing and Hunting	34
	Business Management	0 orno data
	Mining	0 orno data



32308

Florida

32308 2.1%

Leon County

Florida

3.7%

4.1%

Leon County

2.4%

4.2%

6.6%

Tallahassee, FL 32308: Education Comparison

Less than 9th Grade323081.6%This chart shows the percentage of
people in an area who have less than a
ninth grade education, compared with
other geographies.Leon County1.8%Data Source: U.S. Census American
Community Survey via Esri, 2020Horida4.5%Update Frequency: AnnuallyHoridaHorida

Some High School

This chart shows the percentage of people in an area whose highest educational achievement is some high school, without graduating or passing a high school GED test, compared with other geographies

Data Source: U.S. Census American Community Survey via Esi, 2020

Update Frequency: Annually

High School GED

This chart shows the percentage of people in an area whose highest educational achievement is passing a high school GED test, compared with other geographies.

Data Source: U.S. Census American Community Survey via Esri, 2020

Update Frequency: Annually

High School Graduate

This chart shows the percentage of people in an area whose highest educational achievement is high school, compared with other geographies Data Source: U.S. Census American Community Survey via Esri, 2020

Update Frequency: Annually

32308 11.9% Leon County 14.3% Florida 24.6%

Some College

This chart shows the percentage of people in an area whose highest educational achievement is some college, without receiving a degree, compared with other geographies

Data Source: U.S. Census American Community Survey via Esri, 2020

Update Frequency: Annually









32308 7.9%

Florida 10.2%

9.9%

Leon County

Associate Degree

This chart shows the percentage of people in an area whose highest educational achievement is an associate degree, compared with other geographies

Data Source: U.S. Census American Community Survey via Esri, 2020

Update Frequency: Annually

Bachelor's Degree

geographies.

32308 28.3% 26.8% This chart shows the percentage of Leon County people in an area whose highest Florida 19.3% educational achievement is a bachelor's degree, compared with other Data Source: U.S. Census American Community Survey via Esri, 2020 Update Frequency: Annually Grad/Professional Degree 32308 29.4%

This chart shows the percentage of

people in an area whose highest educational achievement is a graduate or professional degree, compared with other geographies. Data Source: U.S. Census American

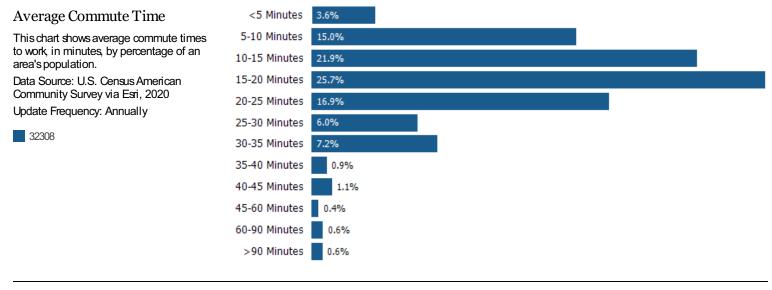
Community Survey via Esri, 2020 Update Frequency: Annually

Leon County 21.0% Florida 11.0%



Tallahassee, FL 32308: Commute Comparison

CATRS CAPITAL AREA TECHNOLOGY & REALTOR® SERVICES



How People Get to Work	Drive Alone	91.4%
This chart shows the types of	Carpool	6.7%
transportation that residents of the area you searched use for their commute, by	Work at Home	3.7%
percentage of an area's population.	Walk	0.7%
Data Source: U.S. Census American Community Survey via Esri, 2020	Bus	0.5%
Update Frequency: Annually	Public Transit	0.5%
32308	Other	0.5%
	Bicycle	0.2%





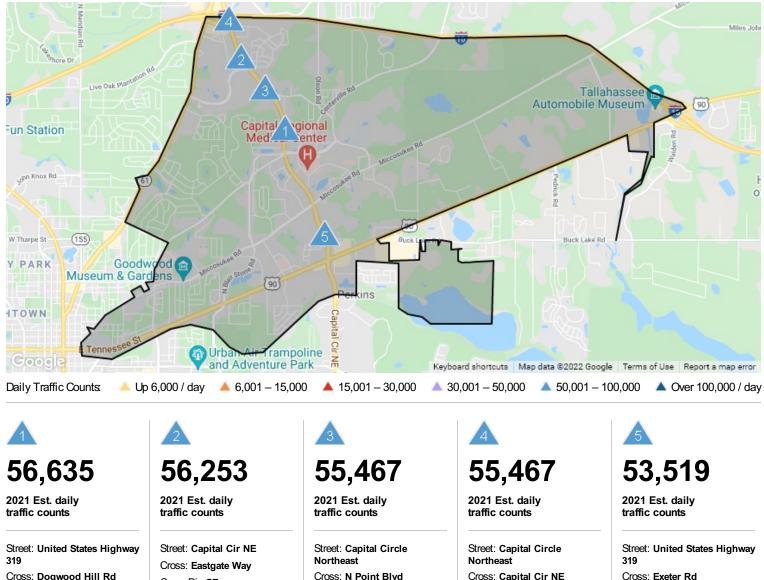
Tallahassee, FL 32308: Home Value Comparison

Median Estimated Home Value	32308	\$284,830
This chart displays property estimates for an area and a subject property, where one has been selected. Estimated home values are generated by a valuation model and are not formal appraisals.	Leon County Florida	\$251,690 \$338,020
Data Source: Valuation calculations based on public records and MLS sources where licensed		
Update Frequency: Monthly		
12 mo. Change in Median Estimated Home Value	32308	+15.3%
This chart shows the 12-month change in the estimated value of all homes in this area, the county and the state. Estimated home values are generated by a valuation model and are not formal appraisals.	Leon County Florida	+10.7% +22.2%
Data Source: Valuation calculations based on public records and MLS sources where licensed Update Frequency: Monthly		
Median Listing Price	32308	\$315,000
This chart displays the median listing price for homes in this area, the county and the state. Data Source: On- and off-market listings	Leon County Florida	\$267,250 \$359,000
sources Update Frequency: Monthly		
12 mo. Change in Median Listing Price	32308 Leon County	+8.6% +9.8%
This chart displays the 12-month change in the median listing price of homes in this area, and compares it to the county and state.	Florida	+19.7%
Data Source: On- and off-market listings sources		
Update Frequency: Monthly		



Traffic Counts

CATRS CAPITAL AREA TECHNOLOGY & REALTOR® SERVICES



Cross: Dogwood Hill Rd Cross Dir: -Dist: -

Historical counts

Year		Count	Туре
2011		55,500	AADT
2005		56,000	AADT
1997		28,000	AADT

Cross Dir: SE Dist: 0.17 miles

Historical counts

Year	Count	Туре
2011	55,500	AADT
1997	32,022	ADT
1996	25,247	ADT

Cross: N Point Blvd Cross Dir: NW Dist: 0.04 miles

Historical counts Year Count Туре

2019	<u> </u>	54,000	AADT
2018		57,000	AADT

Cross: Capital Cir NE Cross Dir: N Dist: 0.02 miles

Historical counts

111310	1100		
Year		Count	Туре
2019		54,000	AADT
2018		57,000	AADT

Cross: Exeter Rd Cross Dir: NW Dist: 0.07 miles

Historical counts

Year		Count	Туре
2011		52,803	ADT
1998		23,240	ADT
1995		24,833	ADT

NOTE: Daily Traffic Counts are a mixture of actual and Estimates (*)



About RPR (Realtors Property Resource)

- Realtors Property Resource[®] is a wholly owned subsidiary of the National Association REALTORS[®].
- RPR offers comprehensive data including a nationwide database of 164 million properties – as well as powerful analytics and dynamic reports exclusively for members of the NAR.
- RPR's focus is giving residential and commercial real estate practitioners, brokers, and MLS and Association staff the tools they need to serve their clients.
- This report has been provided to you by a member of the NAR.

About RPR's Data

CATRS CAPITAL AREA TECHNOLOGY & REALTOR® SERVICES

RPR generates and compiles real estate and other data from a vast array of sources. The data contained in your report includes some or all of the following:

- Listing data from our partner MLSs and CIEs, and related calculations, like estimated value for a property or median sales price for a local market.
- **Public records data** including tax, assessment, and deed information. Foreclosure and distressed data from public records.
- Market conditions and forecasts based on listing and public records data.
- **Census and employment data** from the U.S. Census and the U.S. Bureau of Labor Statistics.
- **Demographics and trends data** from Esri. The data in commercial and economic reports includes Tapestry Segmentation, which classifies U.S. residential neighborhoods into unique market segments based on socioeconomic and demographic characteristics.
- **Business data** including consumer expenditures, commercial market potential, retail marketplace, SIC and NAICS business information, and banking potential data from Esri.
- School data and reviews from Niche.
- Specialty data sets such as walkability scores, traffic counts and flood zones.

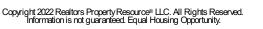
Update Frequency

- Listings and public records data are updated on a continuous basis.
- Charts and statistics calculated from listing and public records data are refreshed monthly.
- Other data sets range from daily to annual updates.

Learn more

🔕 RPR

For more information about RPR, please visit RPR's public website: https://blog.narrpr.com









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ASSOCIATION OF REALTORS[®]